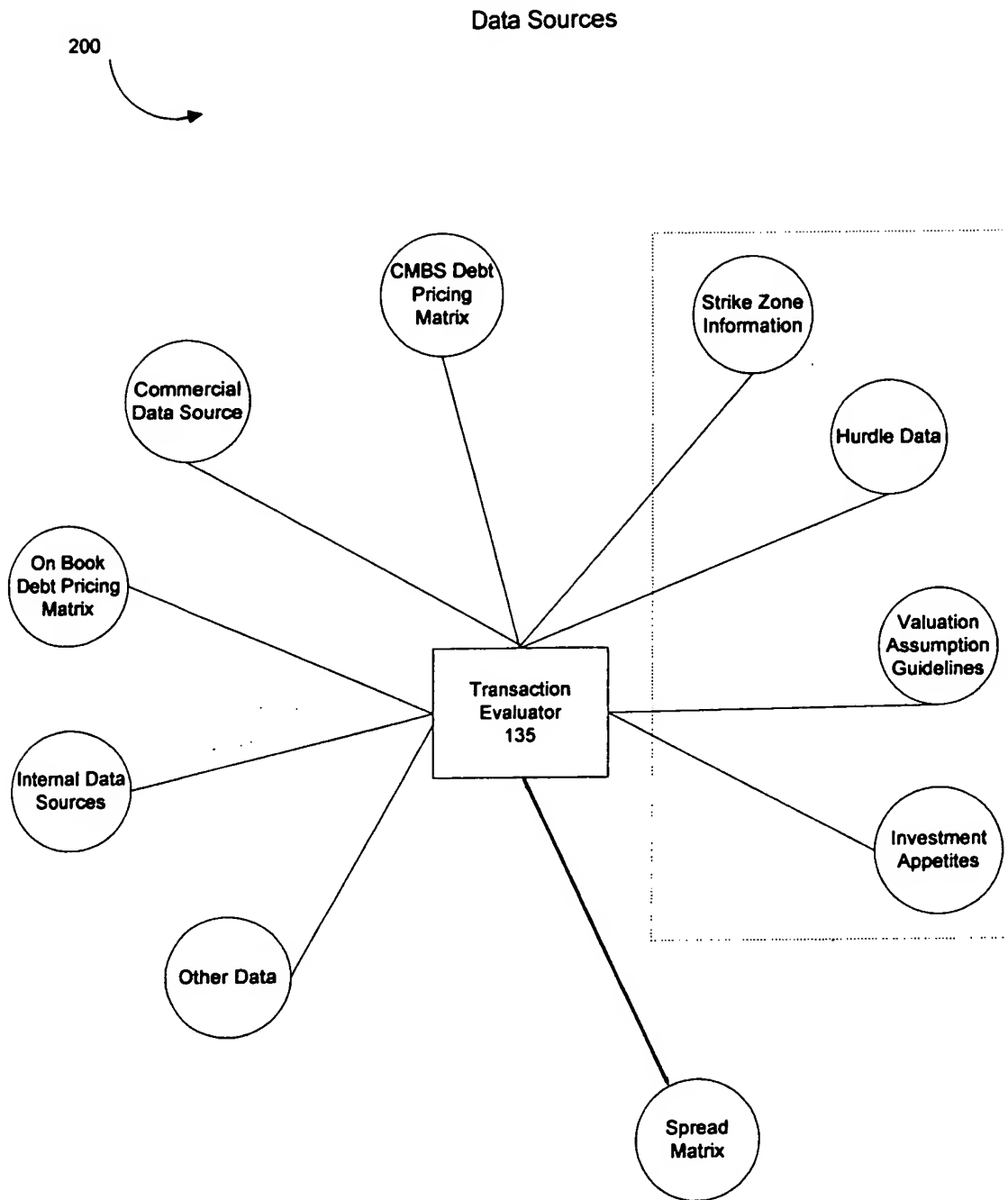


# REPLACEMENT SHEET



**FIG. 2**

1000

Real Estate

DDS

WELCOME

Sample User

10/2/07 11:31 AM

Log Out

Functions

Statistics

Home

Resources

•GE Intranet

•Digital Cockpit

•Score

•Market @ a Glance

•GECapital

RealEstate.com

•PPR

•On-book Debt

Pricing Matrix

•CMBS Pricing

Matrix

•Strike Zone

Information

•GE Hurdle data

•Valuation

Assumption

Guidelines

Parameters

Details

Probability

Print

PDF

Export

Help

[ Denver Office CMBS version 1 ]

Digital Deal Screen

Deal Parameters

Evaluation Date

☒ Use Current Date

Set

Deal Name

Denver Office CMBS

Market

Denver

Product Type

CMBS

Collateral Type

☐ Mixed

Office

Collateral Subtype

General Office

Notes

Market Hurdle

Low

Med


High

Next>>

FIG. 10

# REPLACEMENT SHEET


1105



Collateral Type (Pull Down Menu)	Collateral Type (for market hurdle)
Office - CBD (Class A)	Office
Office - CBD (Class B)	Office
Office - Suburban (Class A)	Office
Office - Suburban (Class B)	Office
Multifamily - Class A	Multifamily
Multifamily - Class B	Multifamily
4/5 Star Mobile Home	Multifamily
3 Star Mobile Home	Multifamily
Grocery/ Drug Store	Retail
Community Center	Retail
Power Center	Retail
Regional Mall	Retail
Industrial - Class A	Industrial
Industrial - Class B	Industrial
Self-Storage	Industrial

**FIG. 11A**

1110



Product Type	Product Type (for market hurdle)
On-book Debt, S/T, fixed rate	Debt, S/T
On-book Debt, S/T, floating rate	Debt, S/T
On-book Debt, L/T, fixed rate	Debt, L/T
On-book Debt, L/T, floating rate	Debt, L/T
CMBS (fixed rate)	Debt, L/T
CMBS (floating rate)	Debt, L/T
Equity, S/T	Equity, S/T
Equity, L/T	Equity, L/T

**FIG. 11B**

# REPLACEMENT SHEET

1200

**WELCOME**

Sample User  
10/2/07 11:31 AM

[Log Out](#)

Parameters

Details

Probability

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[ Denver Office CMBS version 1 ]

**Functions**

[Statistics](#)

[Home](#)

**Resources**

- GE Intranet
- Digital Cockpit
- Score
- Market @ a Glance
- GECapital RealEstate.com
- PPR
- On-book Debt Pricing Matrix
- CMBS Pricing Matrix
- Strike Zone Information
- GE Hurdle data
- Valuation Assumption Guidelines

☒ Denver

**Digital Deal Screen**

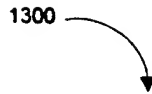
**Deal Details**

Deal Detail #		
Amortization	<div>30 year amortization</div>	
Term	<div>10 years</div>	
Deal Purpose	<div>Purchase, &gt; 20% equity</div>	
Escrows	<div>Tax and insurance escrows</div>	
Replacement Rsvs	<div>\$0.20 per SF or more</div>	
Defeasance/YM	<div>Yard maintenance</div>	
Lockbox	<div>Lockbox</div>	
Interest Only	<div>No interest-only period</div>	
<b>Asset Specific</b>		
Property Class	<div>A</div>	
Tenant Profile	<div>Multiple Tenants</div>	
Location	<div>MSA population: &gt; 250,000</div>	
Lease Provision	<div>&gt;50% of leases expire in any 3-year period</div>	
Parking	<div>Suburb - on-site (3.5 per 1000 SF)</div>	
<b>Details</b>		
Loan Size	<div>\$10,000,000</div>	Spread (bps over index) <div>250</div>
NOI after Replacement Reserves	<div>\$1,700,000</div>	CF before Debt Service <div>\$1,500,000</div>
Cap Rate	<div>9.5%</div>	

FIG. 12

# REPLACEMENT SHEET

1300



Deal Purpose	Price Impact	Proceed Impact	Deal Impact
Purchase, <5% equity	10	0%	0
Purchase, 5-9.9% equity	0	0%	0
Purchase, 10-20% equity	0	0%	0
Purchase, >20% equity	-10	0%	0
Refinance, 0-5% equity	10	0%	0
Refinance, 5-10% equity	0	0%	0
Refinance, 10-20% equity	0	0%	0
Refinance, >20% equity	-10	0%	0
Cash out	20	0%	0
Deserved cash out (no penalty)	0	0%	0

**FIG. 13**

# REPLACEMENT SHEET

1400

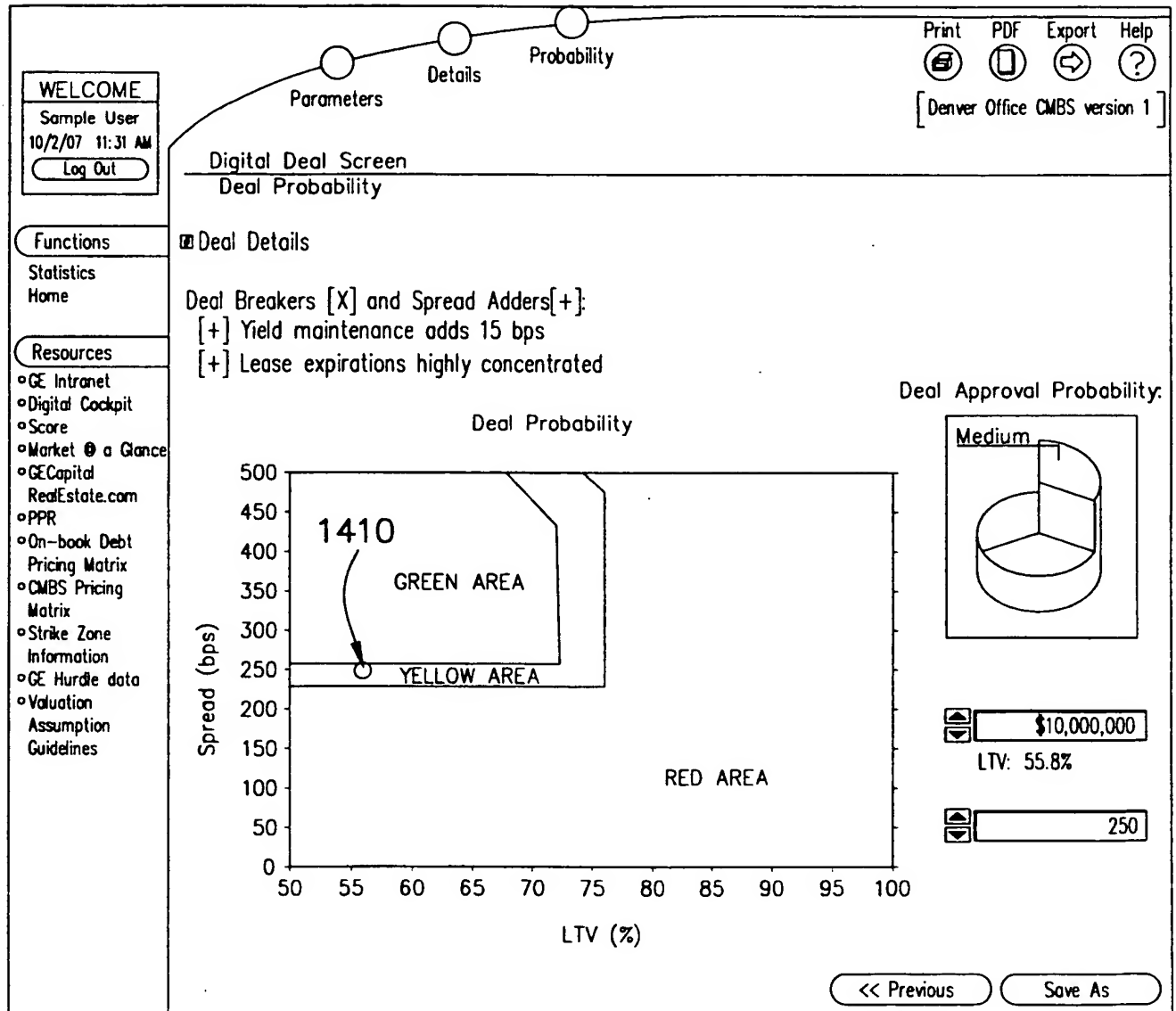


FIG. 14